

April 2023



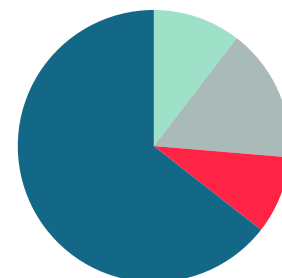
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MONTHLY INVENTORY ANALYSIS

Report produced on Aug 09, 2023 for MLS Technology Inc.

Compared Metrics	2022	April 2023	+/-%
Closed Listings	76	53	-30.26%
Pending Listings	78	81	3.85%
New Listings	113	142	25.66%
Median List Price	219,950	217,000	-1.34%
Median Sale Price	219,000	199,000	-9.13%
Median Percent of Selling Price to List Price	100.00%	96.88%	-3.13%
Median Days on Market to Sale	11.00	28.00	154.55%
End of Month Inventory	145	328	126.21%
Months Supply of Inventory	1.88	4.74	152.10%



■ Closed (10.41%)
■ Pending (15.91%)
■ Other OffMarket (9.23%)
■ Active (64.44%)

Absorption: Last 12 months, an Average of **69** Sales/Month
Active Inventory as of April 30, 2023 = **328**

Analysis Wrap-Up

Months Supply of Inventory (MSI) Increases

The total housing inventory at the end of April 2023 rose **126.21%** to 328 existing homes available for sale. Over the last 12 months this area has had an average of 69 closed sales per month. This represents an unsold inventory index of **4.74** MSI for this period.

Median Sale Price Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Median Price this month. Prices dipped **9.13%** in April 2023 to \$199,000 versus the previous year at \$219,000.

Median Days on Market Lengthens

The median number of **28.00** days that homes spent on the market before selling increased by 17.00 days or **154.55%** in April 2023 compared to last year's same month at **11.00** DOM.

Sales Success for April 2023 is Positive

Overall, with Median Prices falling and Days on Market increasing, the Listed versus Closed Ratio finished weak this month.

There were 142 New Listings in April 2023, up **25.66%** from last year at 113. Furthermore, there were 53 Closed Listings this month versus last year at 76, a **-30.26%** decrease.

Closed versus Listed trends yielded a **37.3%** ratio, down from previous year's, April 2022, at **67.3%**, a **44.51%** downswing. This will certainly create pressure on an increasing Monthly Supply of Inventory (MSI) in the months to come.

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Real Estate is Local

Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

MLS Technology Inc. -

Phone: 918-663-7500

Email: support@mlstechnology.com

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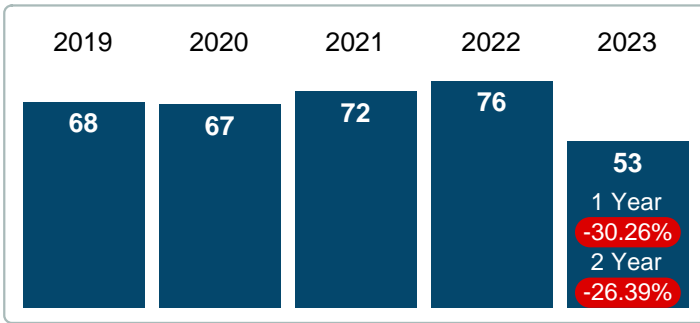
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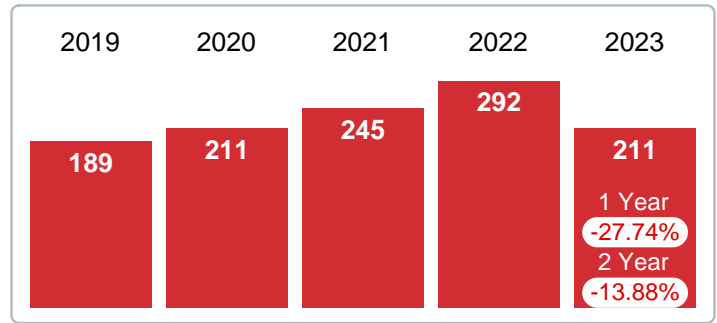
CLOSED LISTINGS

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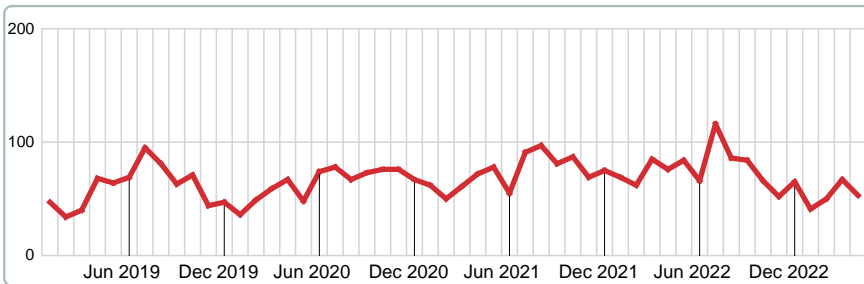
APRIL



YEAR TO DATE (YTD)

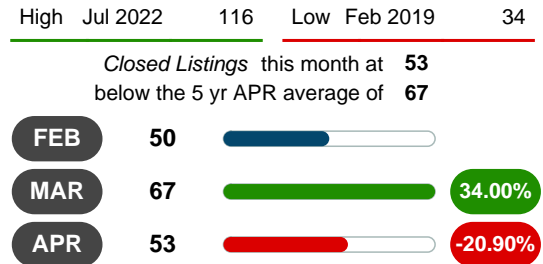


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 67



CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	7.55%	9.5	3	1	0	0
\$75,001 - \$125,000	8	15.09%	30.0	4	4	0	0
\$125,001 - \$150,000	5	9.43%	63.0	1	2	2	0
\$150,001 - \$225,000	13	24.53%	36.0	2	11	0	0
\$225,001 - \$275,000	10	18.87%	13.5	1	7	2	0
\$275,001 - \$375,000	7	13.21%	16.0	1	3	3	0
\$375,001 and up	6	11.32%	3.0	1	2	3	0
Total Closed Units	53			13	30	10	0
Total Closed Volume	12,031,100	100%	28.0	2.36M	6.43M	3.24M	0.00B
Median Closed Price	\$199,000			\$125,000	\$208,000	\$290,000	\$0

April 2023



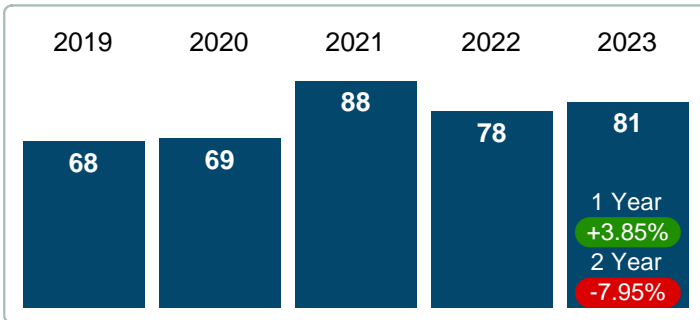
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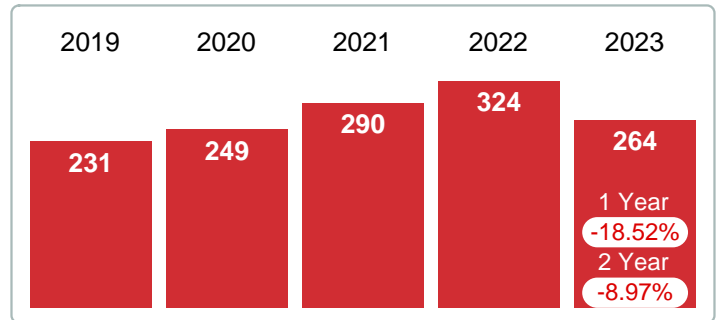
PENDING LISTINGS

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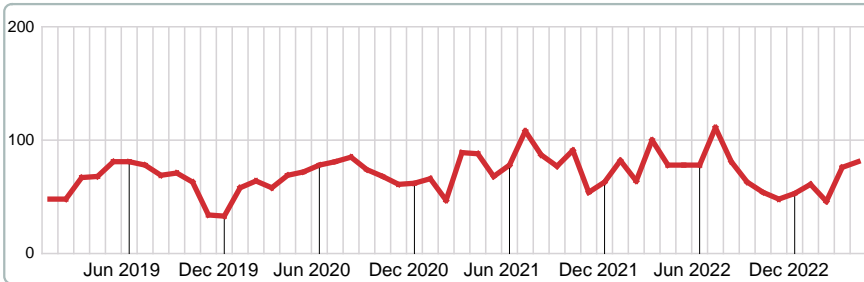
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

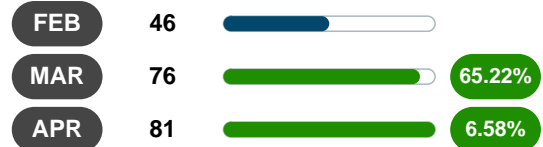


3 MONTHS

5 year APR AVG = 77

High Jul 2022 111 Low Dec 2019 33

Pending Listings this month at **81**
above the 5 yr APR average of **77**



PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	4.94%	29.0	4	0	0	0
\$75,001 - \$125,000	10	12.35%	23.5	4	4	1	1
\$125,001 - \$175,000	12	14.81%	39.0	5	4	3	0
\$175,001 - \$275,000	21	25.93%	9.0	1	14	4	2
\$275,001 - \$300,000	11	13.58%	10.0	2	3	6	0
\$300,001 - \$425,000	14	17.28%	73.5	0	10	4	0
\$425,001 and up	9	11.11%	14.0	0	3	4	2
Total Pending Units	81			16	38	22	5
Total Pending Volume	20,867,774	100%	21.0	2.04M	10.00M	7.04M	1.79M
Median Listing Price	\$250,000			\$117,500	\$252,250	\$299,450	\$238,900

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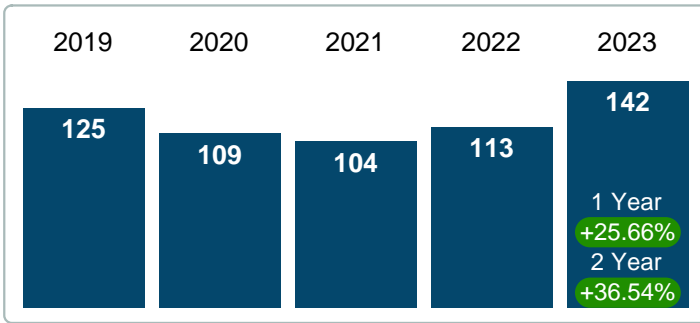
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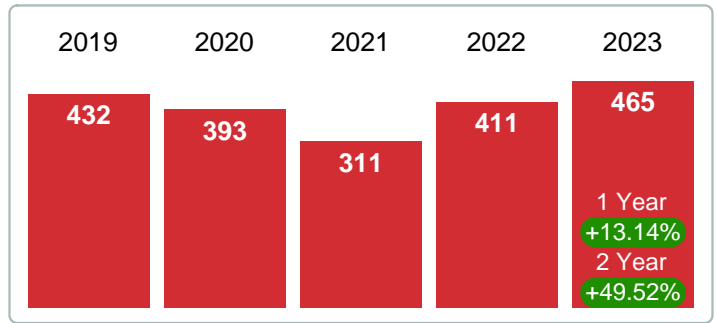
NEW LISTINGS

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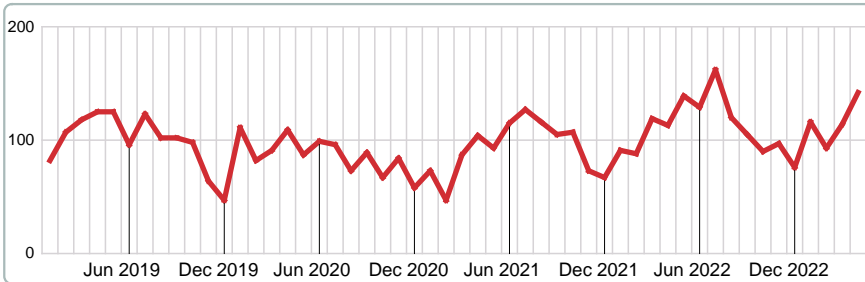
APRIL



YEAR TO DATE (YTD)

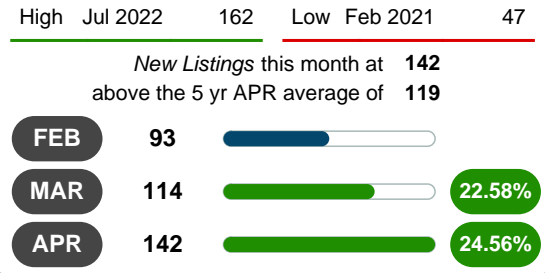


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 119



NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range			Bedroom Distribution			
Price Range	Count	%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	14	9.86%	8	6	0	0
\$100,001 - \$150,000	12	8.45%	5	7	0	0
\$150,001 - \$225,000	26	18.31%	2	21	2	1
\$225,001 - \$325,000	35	24.65%	6	19	10	0
\$325,001 - \$375,000	14	9.86%	0	4	10	0
\$375,001 - \$750,000	27	19.01%	1	17	5	4
\$750,001 and up	14	9.86%	3	5	4	2
Total New Listed Units	142		25	79	31	7
Total New Listed Volume	51,566,997	100%	6.95M	24.54M	13.88M	6.19M
Median New Listed Listing Price	\$279,450		\$150,000	\$250,000	\$340,000	\$550,000

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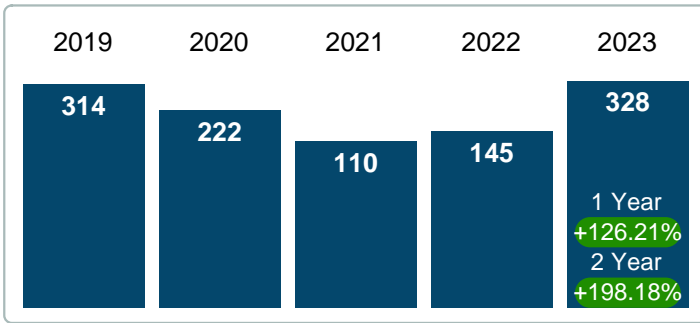
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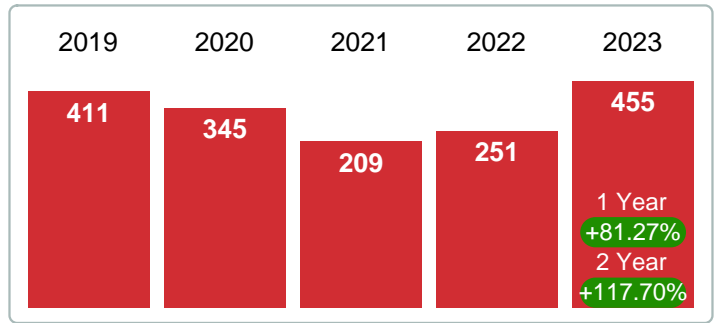
ACTIVE INVENTORY

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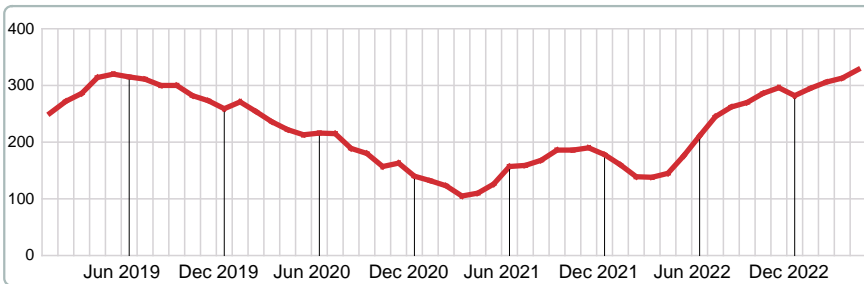
END OF APRIL



ACTIVE DURING APRIL

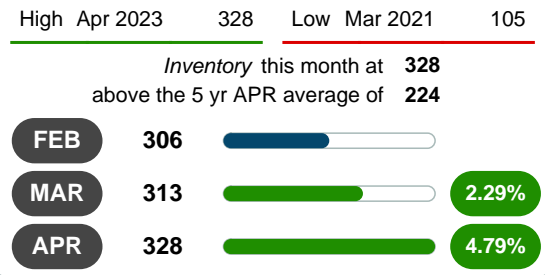


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 224



INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	30	9.15%	61.5	15	14	1	0
\$100,001 - \$150,000	29	8.84%	54.0	8	19	1	1
\$150,001 - \$225,000	60	18.29%	52.0	6	41	11	2
\$225,001 - \$325,000	74	22.56%	61.0	12	41	20	1
\$325,001 - \$425,000	59	17.99%	40.0	1	34	22	2
\$425,001 - \$750,000	44	13.41%	70.0	6	21	13	4
\$750,001 and up	32	9.76%	93.0	4	9	13	6
Total Active Inventory by Units	328			52	179	81	16
Total Active Inventory by Volume	135,416,432	100%	55.5	14.23M	63.98M	40.98M	16.23M
Median Active Inventory Listing Price	\$279,950			\$181,900	\$253,331	\$359,900	\$562,500

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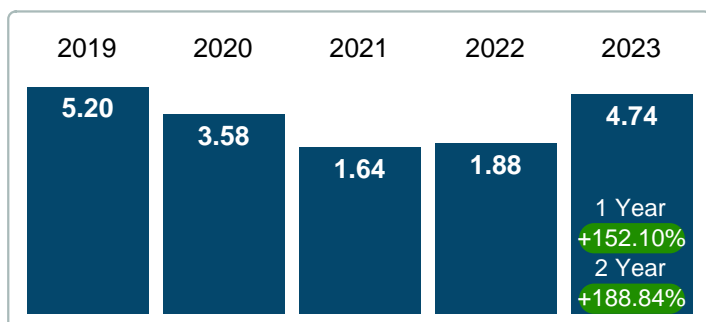
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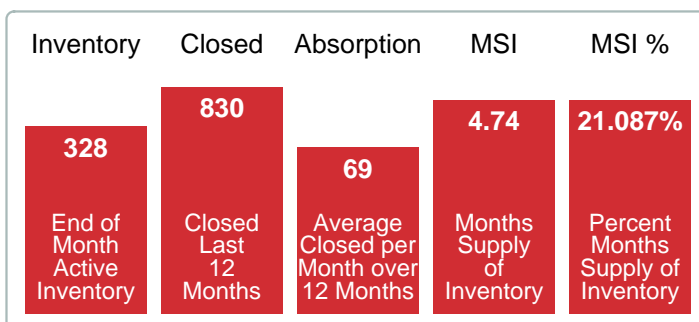
MONTHS SUPPLY of INVENTORY (MSI)

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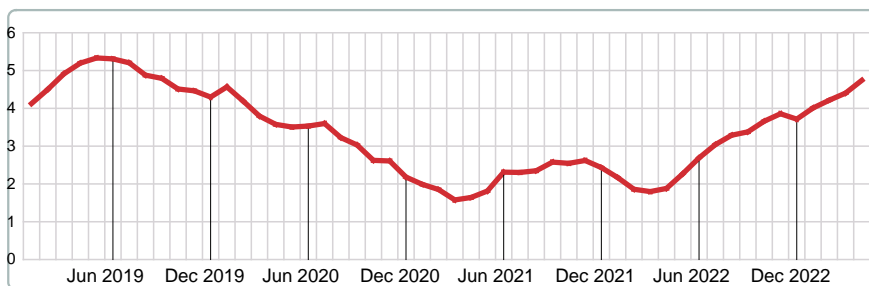
MSI FOR APRIL



INDICATORS FOR APRIL 2023

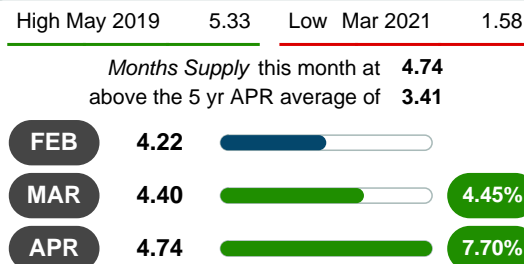


5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 3.41



MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI		%	MSI	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$100,000 and less	30	9.15%	4.50	4.39	4.67	6.00	0.00
\$100,001 - \$150,000	29	8.84%	3.19	2.53	3.80	1.09	0.00
\$150,001 - \$225,000	60	18.29%	3.41	3.43	3.02	4.89	0.00
\$225,001 - \$325,000	74	22.56%	3.43	10.29	3.02	2.96	12.00
\$325,001 - \$425,000	59	17.99%	7.96	1.20	9.27	8.52	6.00
\$425,001 - \$750,000	44	13.41%	8.80	18.00	9.00	8.21	5.33
\$750,001 and up	32	9.76%	17.45	48.00	12.00	15.60	36.00
Market Supply of Inventory (MSI)			4.74	4.84	4.27	5.37	11.29
Total Active Inventory by Units		100%	4.74	52	179	81	16

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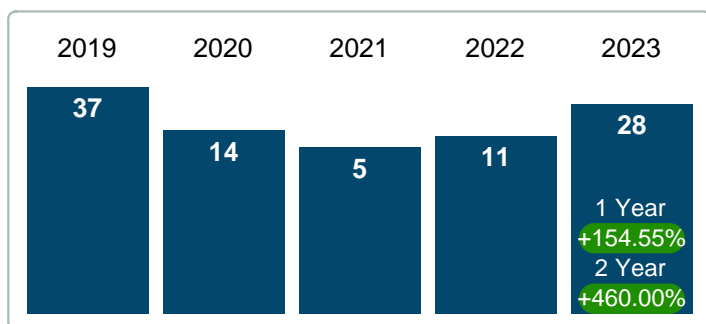
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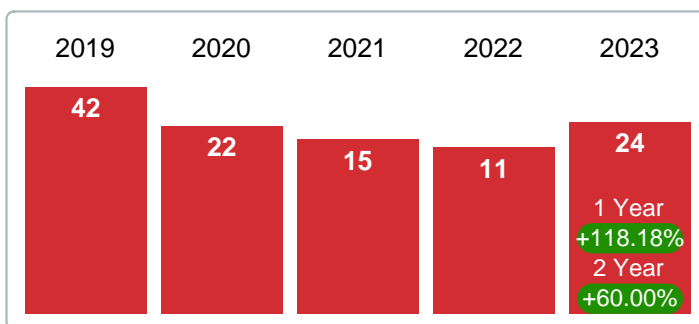
MEDIAN DAYS ON MARKET TO SALE

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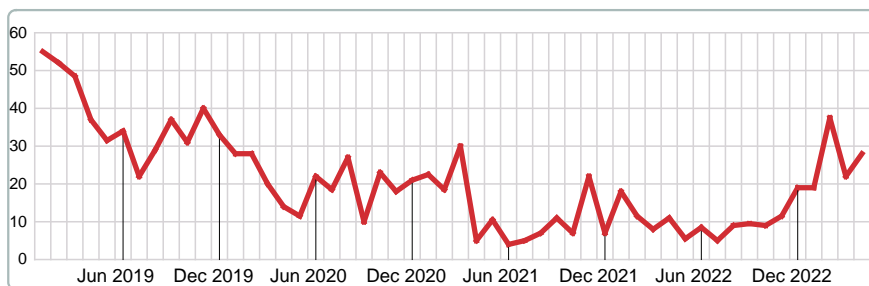
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 19

High Jan 2019 55 Low Jun 2021 4

Median Days on Market to Sale this month at 28 above the 5 yr APR average of 19

- FEB 38
- MAR 22 (-41.33%)
- APR 28 (27.27%)

MEDIAN DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Days on Market to Sale by Price Range	%	MDOM	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	7.55%	10	7	12	0	0
\$75,001 - \$125,000	15.09%	30	41	17	0	0
\$125,001 - \$150,000	9.43%	63	7	111	111	0
\$150,001 - \$225,000	24.53%	36	121	34	0	0
\$225,001 - \$275,000	18.87%	14	10	41	1	0
\$275,001 - \$375,000	13.21%	16	3	16	74	0
\$375,001 and up	11.32%	3	1	95	4	0
Median Closed DOM		28	10	33	4	0
Total Closed Units	100%	28.0	13	30	10	0
Total Closed Volume		12,031,100	2.36M	6.43M	3.24M	0.00B

April 2023



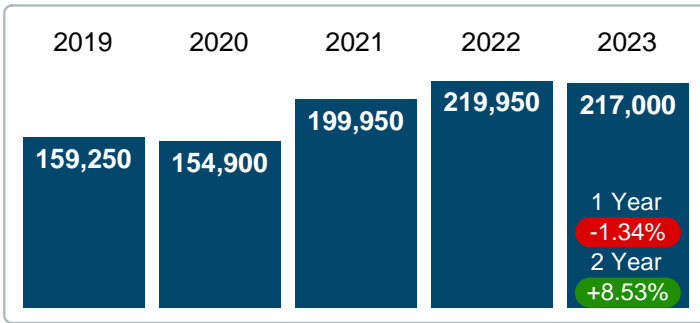
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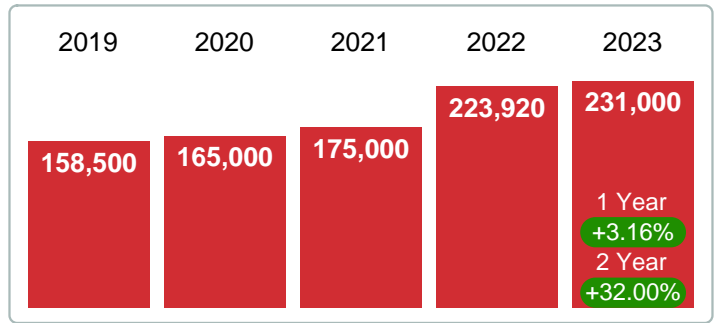
MEDIAN LIST PRICE AT CLOSING

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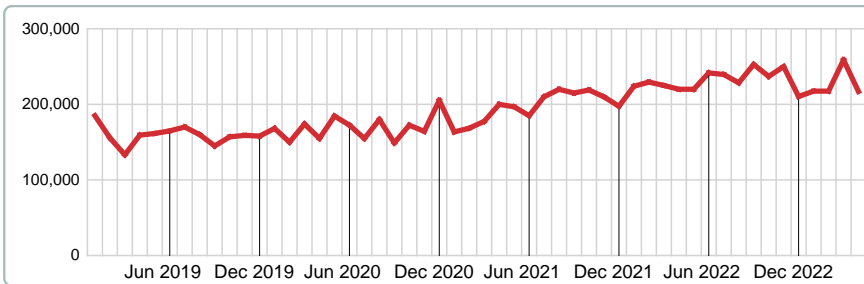
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS



3 MONTHS

5 year APR AVG = 190,210

High Mar 2023 258,750 Low Mar 2019 133,250

Median List Price at Closing this month at **217,000**
 above the 5 yr APR average of **190,210**



MEDIAN LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median List Price at Closing by Price Range	%	MLPrice	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	3	33,500	33,500	0	0	0
\$75,001 - \$125,000	8	111,500	115,000	105,500	0	0
\$125,001 - \$150,000	6	139,450	130,000	133,900	147,500	0
\$150,001 - \$225,000	11	189,900	185,000	194,450	0	0
\$225,001 - \$275,000	12	244,900	250,000	241,000	254,950	0
\$275,001 - \$375,000	5	305,944	0	324,700	305,944	0
\$375,001 and up	8	405,000	564,950	400,000	410,000	0
Median List Price		217,000	125,000	216,000	302,972	0
Total Closed Units		53	13	30	10	0
Total Closed Volume		12,506,844	2.50M	6.63M	3.38M	0.00B

April 2023



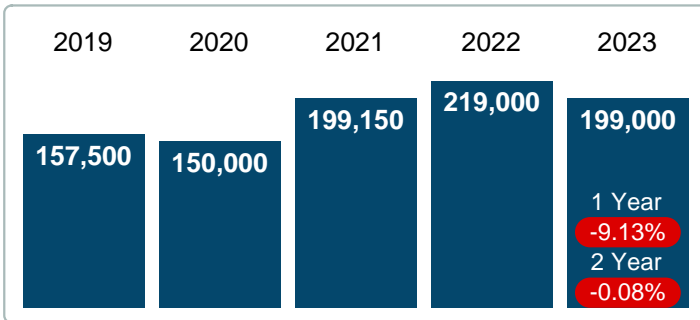
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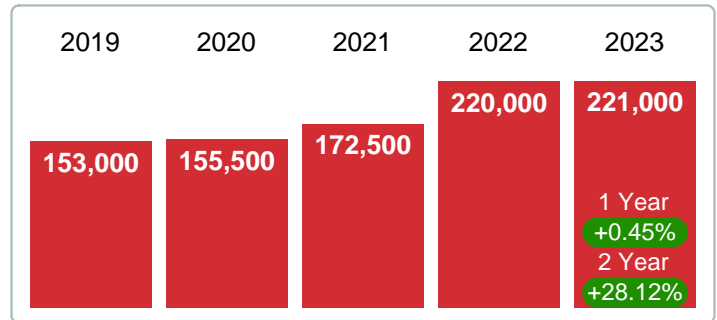
MEDIAN SOLD PRICE AT CLOSING

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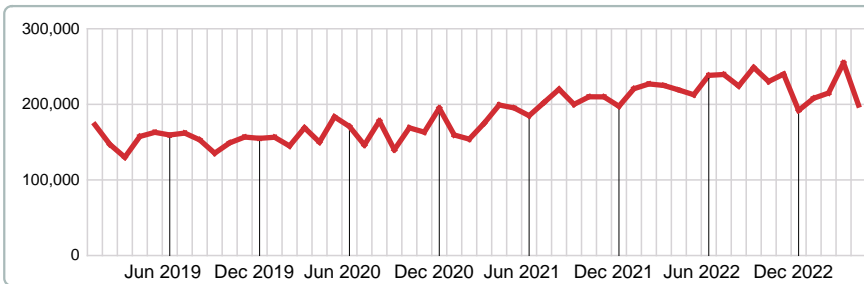
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

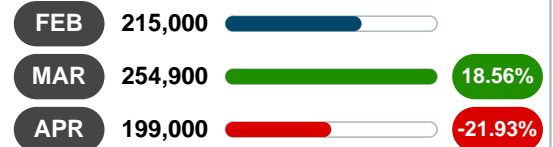


3 MONTHS

5 year APR AVG = 184,930

High Mar 2023 254,900 | Low Mar 2019 130,000

Median Sold Price at Closing this month at **199,000** above the 5 yr APR average of **184,930**



MEDIAN SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Median Sold Price at Closing by Price Range		%	M Sale	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	7.55%	31,000	27,000	70,000	0	0
\$75,001 - \$125,000	8	15.09%	117,000	117,500	116,000	0	0
\$125,001 - \$150,000	5	9.43%	132,000	140,000	134,000	131,000	0
\$150,001 - \$225,000	13	24.53%	180,000	170,000	181,500	0	0
\$225,001 - \$275,000	10	18.87%	238,650	235,000	238,300	254,950	0
\$275,001 - \$375,000	7	13.21%	300,000	367,000	359,900	300,000	0
\$375,001 and up	6	11.32%	441,250	750,000	441,250	400,000	0
Median Sold Price			199,000	125,000	208,000	290,000	0
Total Closed Units		100%	199,000	13	30	10	0
Total Closed Volume			12,031,100	2.36M	6.43M	3.24M	0.00B

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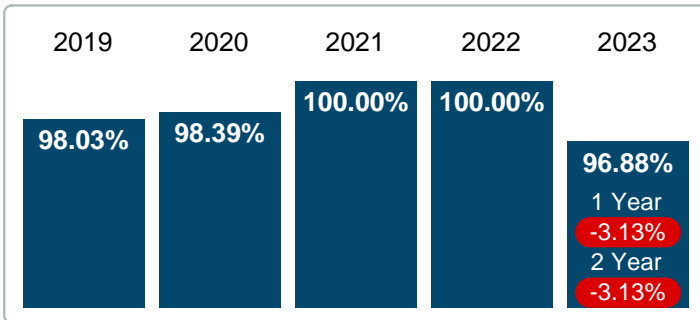
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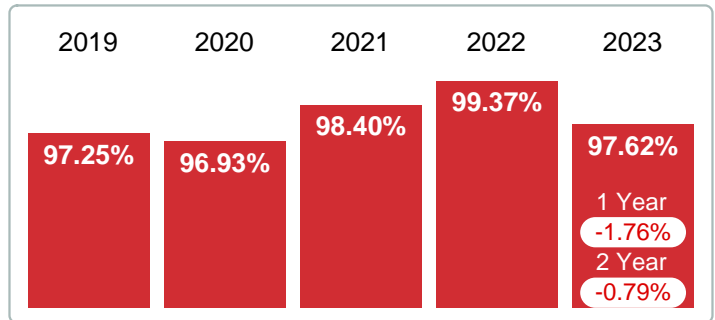
MEDIAN PERCENT OF SELLING PRICE TO LISTING PRICE

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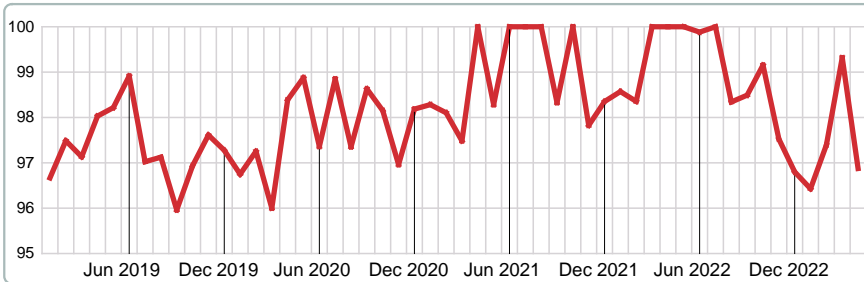
APRIL



YEAR TO DATE (YTD)



5 YEAR MARKET ACTIVITY TRENDS

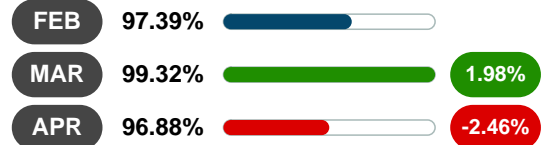


3 MONTHS

5 year APR AVG = 98.66%

High Jul 2022 100.00% Low Sep 2019 95.96%

Median Sold/List Ratio this month at **96.88%**
below the 5 yr APR average of **98.66%**



MEDIAN SOLD/LIST RATIO OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Sold/List Ratio by Price Range		%	M S/L%	1-2 Beds	3 Beds	4 Beds	5+ Beds
\$75,000 and less	4	7.55%	81.74%	81.03%	82.45%	0.00%	0.00%
\$75,001 - \$125,000	8	15.09%	97.92%	97.92%	96.68%	0.00%	0.00%
\$125,001 - \$150,000	5	9.43%	93.33%	107.69%	94.97%	88.83%	0.00%
\$150,001 - \$225,000	13	24.53%	94.44%	79.95%	95.58%	0.00%	0.00%
\$225,001 - \$275,000	10	18.87%	100.00%	94.00%	100.00%	100.00%	0.00%
\$275,001 - \$375,000	7	13.21%	96.60%	96.60%	95.51%	98.06%	0.00%
\$375,001 and up	6	11.32%	98.78%	100.00%	100.00%	97.08%	0.00%
Median Sold/List Ratio		96.88%		95.83%	97.37%	97.32%	0.00%
Total Closed Units		53	100%	13	30	10	
Total Closed Volume		12,031,100		2.36M	6.43M	3.24M	0.00B

April 2023



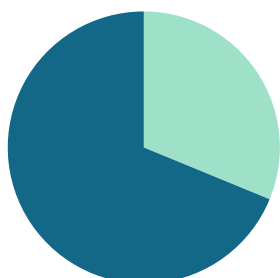
Area Delimited by Counties Atoka, Bryan, Choctaw, Marshall - Residential Property Type



MARKET SUMMARY

Report produced on Aug 09, 2023 for MLS Technology Inc.

INVENTORY

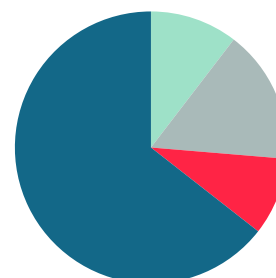


Inventory
 New Listings
142 = 31.21%
 Start Inventory
313
 Total Inventory Units
455
 Volume
\$174,631,181

Market Activity

Closed Sales
53 = 10.41%
 Pending Sales
81 = 15.91%
 Other Off Market
47 = 9.23%
 Active Inventory
328 = 64.44%

MARKET ACTIVITY



Compared Metrics	April			Year to Date		
	2022	2023	+/-%	2022	2023	+/-%
Closed Sales	76	53	-30.26%	292	211	-27.74%
Pending Sales	78	81	3.85%	324	264	-18.52%
New Listings	113	142	25.66%	411	465	13.14%
Median List Price	219,950	217,000	-1.34%	223,920	231,000	3.16%
Median Sale Price	219,000	199,000	-9.13%	220,000	221,000	0.45%
Median Percent of Selling Price to List Price	100.00%	96.88%	-3.13%	99.37%	97.62%	-1.76%
Median Days on Market to Sale	11.00	28.00	154.55%	11.00	24.00	118.18%
Monthly Inventory	145	328	126.21%	145	328	126.21%
Months Supply of Inventory	1.88	4.74	152.10%	1.88	4.74	152.10%

Absorption: Last 12 months, an Average of **69** Sales/Month

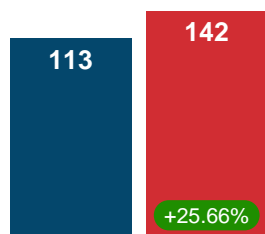
Inventory on April 30, 2023 = **328**

2022 **2023**

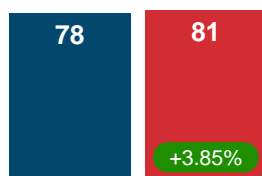
APRIL MARKET

MEDIAN PRICES

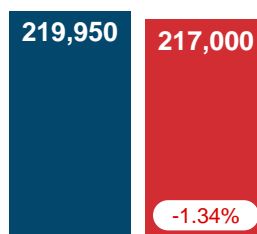
New Listings



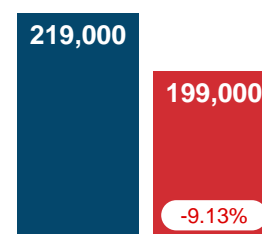
Pending Listings



List Price



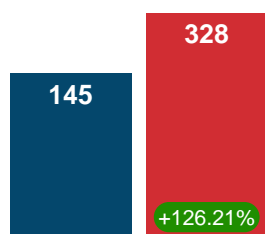
Sale Price



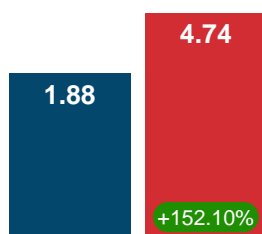
INVENTORY

MEDIAN SOLD/LIST RATIO & DOM

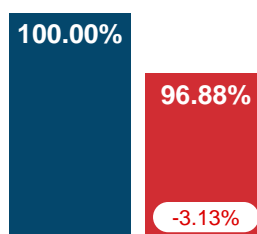
Active Inventory



Monthly Supply of Inventory



Sale/List Ratio



Days on Market

